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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K20)

JULY - SEPTEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1988	1987	Change %	1988	1987	Change %	1988	1987	Change %
Beginning Inventory	1,306,920	1,259,676	3.8%	160,093	219,620	-27.1%	1,467,013	1,479,296	- .8%
(+) Production	1,886,960	1,641,291	15.0%	373,718	282,264	32.4%	2,260,678	1,923,555	17.5%
(-) Ending Inventory	1,302,555	1,057,889	23.1%	188,102	147,947	27.1%	1,490,657	1,205,836	23.6%
(=) Total Disappearance	1,891,325	1,843,078	2.6%	345,709	353,937	-2.3%	2,237,034	2,197,015	1.8%
(-) Exports	969,378	772,162	25.5%	145,165	181,476	-20.0%	1,114,543	953,638	16.9%
(=) Disappearance-Canada & United States	921,947	1,070,916	-13.9%	200,544	172,461	16.3%	1,122,491	1,243,377	-9.7%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1988 & 1987

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1988 JUL-SEP	1987	MINE SITE	OFFSITE	1988	1987	1988 JUL-SEP	1987
MURIATE								
Special Standard	41,176	54,375	13,682	16,937	30,619	58,111	78,202	77,826
Standard	710,557	471,101	196,326	195,650	391,976	424,055	660,233	523,787
Chemical	20,557	16,909	2,769	5,314	8,083	12,788	23,156	15,902
Coarse	587,358	513,211	157,755	371,909	529,664	235,419	547,327	633,439
Granular	687,475	708,478	148,052	239,948	388,000	299,779	734,004	763,924
Soluble	155,726	111,397	46,445	46,883	93,328	127,277	153,465	124,365
Sulphates	57,829	48,084	38,615	10,372	48,987	48,406	40,647	57,773
TOTAL:	2,260,678	1,923,555	603,644	887,013	1,490,657	1,205,835	2,237,034	2,197,016

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1988 JUL-SEP	1987	1988 JUL-SEP	1987	1988 JUL-SEP	1987	1988 JUL-SEP	1987	1988	1987
MURIATE										
Special Std	13	15	56,413	37,356	-	-	-	-	56,426	37,371
Standard	43,361	60,680	571,899	431,496	67,402	69,259	1,399	8,454	684,061	569,889
Chemical	-	-	-	-	17,696	1,639	457	1,079	18,153	2,718
Coarse	469,440	564,665	98,266	99,429	-	-	-	-	567,706	664,094
Granular	378,396	404,720	302,941	302,234	-	-	-	-	681,337	706,954
Soluble	66,520	69,613	34,300	30,262	26,221	23,181	24,546	14,913	151,587	137,969
Sulphates	23,407	23,166	24,322	28,415	1,917	1,576	-	-	49,646	53,157
TOTAL:	981,137	1,122,859	1,088,141	929,192	113,236	95,655	26,402	24,446	2,208,916	2,172,152

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JULY-SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	13	3,687	44,736	0	771	49,207
Bangladesh	41,415	0	0	0	0	41,415
Belize	0	0	239	0	0	239
Brazil	40,708	53,131	189,828	0	728	284,395
Chile	26,126	0	1,392	0	7,085	34,603
China	93,490	0	7,034	0	0	100,524
Columbia	5,889	15,773	0	0	0	21,662
Costa Rica	5,990	0	1,323	0	1,885	9,198
Denmark	13,360	0	0	0	0	13,360
Dom. Republic	0	0	2,057	0	666	2,723
Ecuador	2,120	0	1,393	0	0	3,513
Holland	0	0	18,436	0	0	18,436
Honduras	0	0	120	0	22	142
India	69,575	0	0	0	0	69,575
Indonesia	32,563	0	0	0	0	32,563
Japan	38,573	23,191	16,141	34,247	7,760	119,912
Korea	31,696	0	0	0	0	31,696
Malaysia	70,521	0	0	0	0	70,521
Martinique	0	0	2,976	0	0	2,976
Mexico	11,705	0	0	53	424	12,182
New Zealand	17,818	670	1,922	0	0	20,410
Norway	10,487	0	0	0	0	10,487
Panama	0	0	1,817	0	0	1,817
Philippines	3,668	0	0	0	0	3,668
Puerto Rico	0	1,814	3,636	0	131	5,581
Saudi Arabia	0	0	0	0	4,850	4,850
Spain	0	0	6,223	0	0	6,223
Sri Lanka	12,454	0	0	0	0	12,454
Switzerland	64,408	0	0	0	0	64,408
Taiwan	35,733	0	0	0	0	35,733
Venezuela	0	0	3,668	0	0	3,668
TOTAL AG:	628,312	98,266	302,941	34,300	24,322	1,088,141
NON-AGRICULTURAL						
Argentina	31	-	-	0	0	31
Italy	0	-	-	19,212	0	19,212
Japan	262	-	-	5,170	0	5,432
Korea	138	-	-	0	0	138
Mexico	1,401	-	-	164	0	1,565
United Kingdom	24	-	-	0	0	24
TOTAL NON-AG:	1,856	-	-	24,546	0	26,402
TOTAL EXPORTS:	**630,168**	**98,266**	**302,941**	**58,846**	**24,322**	**1,114,543**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1988 & 1987

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1988 JUL-SEP	1987	MINE SITE	OFFSITE	1988	1987	1988 JUL-SEP	1987
MURIATE								
Special Standard	41,176	54,375	13,682	16,937	30,619	58,111	78,202	77,826
Standard	607,795	402,527	124,146	195,329	319,475	373,132	568,491	436,156
Chemical	17,939	14,531	1,730	5,314	7,044	11,546	20,797	13,999
Coarse	545,718	482,158	141,188	371,909	513,097	228,700	516,169	598,451
Granular	531,234	579,362	108,891	238,060	346,951	259,982	560,852	595,290
Soluble	143,098	108,338	38,486	46,883	85,369	126,418	146,814	121,356
TOTAL:	1,886,960	1,641,291	428,123	874,432	1,302,555	1,057,889	1,891,325	1,843,078

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1988 JUL-SEP	1987	1988 JUL-SEP	1987	1988 JUL-SEP	1987	1988 JUL-SEP	1987	1988	1987
MURIATE										
Special Std	13	15	56,413	37,356	-	-	-	-	56,426	37,371
Standard	19,072	38,788	540,881	404,144	38,182	39,970	(12)	-	598,123	482,902
Chemical	-	-	-	-	16,239	-	436	801	16,675	801
Coarse	452,913	540,905	84,650	88,742	-	-	-	-	537,563	629,647
Granular	277,549	330,965	228,381	195,944	-	-	-	-	505,930	526,909
Soluble	62,951	68,186	34,247	30,262	23,429	21,581	24,382	14,913	145,009	134,942
TOTAL:	812,498	978,859	944,572	756,448	77,850	61,551	24,806	15,714	1,859,726	1,812,572

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY-SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	3,687	44,736	0	48,436
Bangladesh	41,415	0	0	0	41,415
Brazil	23,688	45,197	138,073	0	206,958
Chile	26,126	0	1,392	0	27,518
China	93,490	0	7,034	0	100,524
Columbia	0	11,905	0	0	11,905
Costa Rica	4,039	0	0	0	4,039
Denmark	13,360	0	0	0	13,360
Holland	0	0	18,436	0	18,436
India	69,575	0	0	0	69,575
Indonesia	32,563	0	0	0	32,563
Japan	35,327	23,191	15,074	34,247	107,839
Korea	31,696	0	0	0	31,696
Malaysia	70,521	0	0	0	70,521
Mexico	10,913	0	0	0	10,913
New Zealand	17,818	670	0	0	18,488
Norway	10,487	0	0	0	10,487
Philippines	3,668	0	0	0	3,668
Puerto Rico	0	0	3,636	0	3,636
Sri Lanka	12,454	0	0	0	12,454
Switzerland	64,408	0	0	0	64,408
Taiwan	35,733	0	0	0	35,733
TOTAL AG:	597,294	84,650	228,381	34,247	944,572
NON-AGRICULTURAL					
Italy	0	-	-	19,212	19,212
Japan	262	-	-	5,170	5,432
Korea	138	-	-	0	138
United Kingdom	24	-	-	0	24
TOTAL NON-AG:	424	-	-	24,382	24,806
TOTAL EXPORTS:	597,718	84,650	228,381	58,629	969,378

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1988 & 1987

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1988	JUL-SEP 1987	MINE SITE	OFFSITE	1988	1987	1988	JUL-SEP 1987
MURIATE								
Standard	102,762	68,574	72,180	321	72,501	50,923	91,742	87,631
Chemical	2,618	2,378	1,039	-	1,039	1,242	2,359	1,903
Coarse	41,640	31,053	16,567	-	16,567	6,719	31,158	34,988
Granular	156,241	129,116	39,161	1,888	41,049	39,797	173,152	168,634
Soluble	12,628	3,059	7,959	-	7,959	859	6,651	3,009
Sulphates	57,829	48,084	38,615	10,372	48,987	48,406	40,647	57,773
TOTAL:	373,718	282,264	175,521	12,581	188,102	147,946	345,709	353,938

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1988	JUL-SEP 1987	1988	JUL-SEP 1987	1988	JUL-SEP 1987	1988	JUL-SEP 1987	1988	1987
MURIATE										
Standard	24,289	21,892	31,018	27,352	29,220	29,289	1,411	8,454	85,938	86,987
Chemical	-	-	-	-	1,457	1,639	21	278	1,478	1,917
Coarse	16,527	23,760	13,616	10,687	-	-	-	-	30,143	34,447
Granular	100,847	73,755	74,560	106,290	-	-	-	-	175,407	180,045
Soluble	3,569	1,427	53	-	2,792	1,600	164	-	6,578	3,027
Sulphates	23,407	23,166	24,322	28,415	1,917	1,576	-	-	49,646	53,157
TOTAL:	168,639	144,000	143,569	172,744	35,386	34,104	1,596	8,732	349,190	359,580

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

JULY-SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	771	771
Belize	0	0	239	0	0	239
Brazil	17,020	7,934	51,755	0	728	77,437
Chile	0	0	0	0	7,085	7,085
Columbia	5,889	3,868	0	0	0	9,757
Costa Rica	1,951	0	1,323	0	1,885	5,159
Dom. Republic	0	0	2,057	0	666	2,723
Ecuador	2,120	0	1,393	0	0	3,513
Honduras	0	0	120	0	22	142
Japan	3,246	0	1,067	0	7,760	12,073
Martinique	0	0	2,976	0	0	2,976
Mexico	792	0	0	53	424	1,269
New Zealand	0	0	1,922	0	0	1,922
Panama	0	0	1,817	0	0	1,817
Puerto Rico	0	1,814	0	0	131	1,945
Saudi Arabia	0	0	0	0	4,850	4,850
Spain	0	0	6,223	0	0	6,223
Venezuela	0	0	3,668	0	0	3,668
TOTAL AG:	31,018	13,616	74,560	53	24,322	143,569
NON-AGRICULTURAL						
Argentina	31	-	-	0	0	31
Mexico	1,401	-	-	164	0	1,565
TOTAL NON-AG:	1,432	-	-	164	0	1,596
TOTAL EXPORTS	**32,450**	**13,616**	**74,560**	**217**	**24,322**	**145,165**